

From: wbmartin3@carolina.rr.com [mailto:wbmartin3@carolina.rr.com]
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To: ATR-Real Estate Workshop
Subject: Competitive? Unbelievably competitive

Bill Martin

Realtor/Broker/MBA; licensed in NC & SC

Email: wbmartin3@carolina.rr.com Website: www.rlstate.com

Few of the agents I have cross sales with charge the same commissions and it is unbelievable to think that there are some that believe this business is anti-competitive. To the contrary, margins are constantly squeezed and it is our ability to set our own price - whether its 6%, 7%, 10% or 3% - that makes and breaks people in this business.

Those who charge 3% are unlikely to last. At 6%, the average Realtor will be just barely able to survive.

I'd suggest you **look elsewhere for anticompetitive behavior ... e.g. Medicine where the supply of physicians is controlled, yet the price of their service is not.**

Yours,
Bill Martin, Realtor/Broker/MBA

Bill Martin
Realtor/Broker/MBA; licensed in both NC & SC

Prudential Carolinas Realty
4529 Sharon Road
Charlotte, NC 28211

Office, voice mail : 704.227.3296 (automatic paging)
Mobile: 704.906.1902 (forwards to home phone if not answered)

Fax: 704.364.1678
Evening/weekends: 704.554.1100

<<http://www.patriciaackerman.com/>>

"Work like you don't need the money, love like you've never been hurt, and dance like no one is watching"

"Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did. So throw off the bow lines. Sail away from safe harbor. Catch the trade winds in your sails"